

IN THE CLAIMS

Please amend the claims as follows:

Claim 1 (Currently Amended): A commodity-supply planning method comprising the steps of:

storing transaction information representing contents of each of a plurality of transactions in a storage, in association with each of the plurality of transactions each for providing commodities to customers, and storing progress information representing whether each of the plurality of transactions is in a state of attaining each of a plurality of stages each indicating a progress level of the transaction based on progress of sales activities performed for accomplishing the transaction, in association with the transaction information, in said storage; and

~~estimating a future demand for the commodities, based on the transaction information and the progress information associated with the transaction information~~

determining the highest attained stage for each of the plurality of transactions, based on the progress information in association with each of the plurality of transactions, and summing expected sales of the commodities in each of the plurality of transactions with the same highest attained stage, at a plurality of points in time; and

estimating a future demand for the commodities, based on the expected sales of the commodities and an actual demand for the commodities.

Claim 2 (Original): The commodity-supply planning method according to claim 1, wherein

the stored transaction information includes information representing expected sales of the commodities in each of the plurality of transactions.

Claim 3 (Cancelled).

Claim 4 (Currently Amended): The commodity-supply planning method according to claim [[3]] 1, further including ~~the steps of~~:

calculating a change rate in the expected sales of the commodities based on the expected sales of the commodities, at each of the plurality of the stages, and estimating the future demand for the commodities, based on the actual demand and the calculated change rates at the plurality of the stages.

Claim 5 (Currently Amended): The commodity-supply planning method according to claim [[2]] 1, further including ~~the steps of~~:

calculating an accomplishment probability by each stage of the plurality of the stages, the accomplishment probability being a probability that each of the transactions in a state of attaining the stage as the highest attained stage will be successfully accomplished after a predetermined period of time, based on statistical data representing a period of time required for successfully accomplishing each of the transactions in a state of attaining the stage as the highest attained stage;

multiplying, by each stage, a sum of the expected sales of the commodities by the accomplishment probability; and

setting a sum of the products calculated in the multiplying step for the plurality of the stages, as an expected demand for the commodities within the predetermined period of time.

Claim 6 (Currently Amended): The commodity-supply planning method according to claim 1, further including ~~the steps of~~:

making a plan for supplying the commodities, based on the expected demand and stock of the commodities.

Claim 7 (Currently Amended): A commodity-supply planning method comprising ~~the steps of:~~

reading transaction information stored in a first storage and progress information stored in the storage associated with the transaction information; ~~and~~

~~estimating a future demand for commodities, based on the read transaction information and the progress information~~

at a plurality of points in time, determining the highest attained stage for each of the plurality of transactions based on the progress information associated with the plurality of transactions, summing expected sales of the commodities in the respective transactions with the same highest attained stage by each stage, and storing sums of the expected sales of the commodities for the plurality of the stages in a second storage;

reading the sums of the expected sales of the commodities at the plurality of points in time, from the second storage; and

estimating a future demand for the commodities, based on the read sums of the expected sales of the commodities and an actual demand for the commodities,

wherein the transaction information represents contents of each of a plurality of transactions for supplying customers with the commodities, and wherein

the progress information represents whether each of the plurality of transactions is in a state of attaining each of a plurality of stages each indicating a progress level of the transaction, based on progress of sales activities performed for accomplishing the transaction.

Claim 8 (Original): The commodity-supply planning method according to claim 7, wherein

the transaction information includes information representing expected sales of the commodities in the transaction specified in the transaction information.

Claim 9 (Cancelled).

Claim 10 (Currently Amended): The commodity-supply planning method according to claim [[9]] 7, further including ~~the steps of~~:

calculating a change rate in the sums of the expected sales of the commodities, based on the sums of the expected sales of the commodities at the plurality of points in time, by each stage, and estimating a future demand for the commodities based on an actual demand for the commodities and the calculated change rates.

Claim 11 (Currently Amended): The commodity-supply planning method according to claim [[8]] 7, further including ~~the steps of~~:

calculating an accomplishment probability by each stage of the plurality of the stages, wherein the accomplishment probability is a probability that each of the transactions in a state of attaining the stage as the highest attained stage will be successfully accomplished after a predetermined period of time, based on statistical data representing a period of time required for successfully accomplishing each of the transactions in a state of the stage as the highest attained stage;

multiplying a sum of the expected sales of the commodities by the accomplishment probability, by each stage; and

setting a sum of the products of multiplying by the accomplishment probability for the plurality of the stages, as an estimated demand for the commodities within the predetermined period of time.

Claim 12 (Currently Amended): The commodity-supply planning method according to claim [[11]] 7, further including ~~the steps of~~:

classifying, by each stage, the plurality of transactions in a state of attaining the stage as the highest attained stage, based on a scale of the sales of the commodities in each of the transactions; and

calculating the accomplishment probability by each group of transactions.

Claim 13 (Currently Amended): The commodity-supply planning method according to claim [[11]] 7, further including ~~the steps of~~:

multiplying, by each stage, the product calculated in the multiplying step by a weighting coefficient in accordance with a kind of the commodities; and

setting a sum of the resultant products of multiplying by the weighting coefficient for the plurality of the stages, as an expected demand for the commodities within the predetermined period of time.

Claim 14 (Currently Amended): The commodity-supply planning method according to claim 7, further including ~~the steps of~~:

making a plan for supplying the commodities, based on the estimated demand and stock of the commodities.

Claim 15 (Currently Amended): A commodity-supply planning system comprising:

a first server including

a first processor which manages information regarding supplying of commodities,

a first storage which stores information regarding the supplying of the commodities, and

a timer which provides said first processor with date/time information; and  
a second server including

a second processor which manages information regarding sales activities of the commodities, and

a second storage which stores information regarding the sales activities,  
wherein said second processor

stores transaction information in said second storage, wherein the transaction information represents contents of each of a plurality of transactions each for providing customers with the commodities, and

stores progress information in said second storage associated with the transaction information, wherein the progress information represents whether each of the plurality of the transactions is in a state of attaining each of a plurality of stages, each stage indicating a progress level of each of the plurality of transactions, based on progress of the sales activities performed for accomplishing each of the transactions, and

wherein said first processor

reads the transaction information and the progress information which are stored in said second storage unit, in association with each other, and

~~estimates a future demand for the commodities, based on the read transaction information and progress information~~

at a plurality of points in time according to the date/time information sent from said timer, determines the highest attained stage for each of the plurality of the transactions based on the progress information associated with each of the transactions, sums, by each stage, the expected sales of the commodities in the transactions in a state of attaining the stage as the highest attained stage, and stores sums of the expected sales of the commodities for the plurality of the stages in said first storage;

reads the sums of the expected sales from said first storage; and  
estimates a future demand for the commodities, based on the read sums of the expected sales and an actual demand for the commodities.

Claim 16 (Original): The commodity-supply planning system according to claim 15, wherein

the transaction information including expected sales of the commodities in each of the plurality of transactions, in said second storage.

Claim 17 (Cancelled).

Claim 18 (Currently Amended): The commodity-supply planning system according to claim [[17]] 15, wherein

said first processor calculates a change rate in the sums of the expected sales of the commodities based on the sums of the expected sales of the commodities, by each stage, and estimates a future demand for the commodities, based on the actual demand and the calculated change rates.

Claim 19 (Currently Amended): The commodity-supply planning system according to claim [[16]] 15, wherein said first processor:

calculates an accomplishment probability by each stage of the plurality of the stages, wherein the accomplishment probability is a probability that each of the transactions in a state of attaining the stage as the highest attained stage will be successfully accomplished after a predetermined period of time, based on statistical data representing a period of time required for accomplishing each of the transactions in a state of attaining the stage as the highest attained stage;

multiplies a sum of the expected sales of the commodities by the accomplishment probability, by each stage; and

sets a sum of the products of multiplying by the accomplishment probability for the plurality of the stages, as an expected demand for the commodities within the predetermined period of time.

Claim 20 (Original): The commodity-supply planning system according to claim 15, wherein said first server and said second server are included in the same computer.

Claim 21 (Currently Amended): A commodity-supply planning system comprising:  
a processor which manages information regarding supplying of commodities;  
a first storage which stores information regarding the supplying of the commodities;  
and

a timer which provides said processor with date/time information,  
wherein said processor

reads out transaction information and progress information which are stored in  
a second storage in association with each other, and



~~estimates a future demand for the commodities, based on the read transaction information and progress information~~

determines the highest attained stages for each of the transactions at a plurality of points in time in accordance with the date/time information sent from said timer, based on the progress information in association with each of the transactions, sums, by each stage, the expected sales of the commodities in the transactions in a state of the stage as the highest attained stage, and stores sums of the expected sales of the commodities for the plurality of the stages in said first storage;

reads the sums of the expected sales of the commodities from said first storage; and

estimates a future demand for the commodities, based on the read sums of the expected sales of the commodities and an actual demand for the commodities,  
wherein the transaction information represents contents of each of the plurality of transactions for providing customers with the commodities, and

wherein the progress information represents whether each of the transactions has reached each of a plurality of stages indicating a progress degree of the transaction, in accordance with progress of sales activities performed for successfully accomplishing each transaction specified in the transaction information.

Claim 22 (Original): The commodity-supply planning system according to claim 21, wherein

the transaction information includes expected sales of the commodities in each of the transactions specified in the transaction information.

Claim 23 (Cancelled).

Claim 24 (Currently Amended): The commodity-supply planning system according to claim [[23]] 21, wherein said processor

calculates a change rate in the sums of the expected sales of the commodities, based on the sums of the expected sales of the commodities at the plurality of points in time, by each stage, and estimates a future demand for the commodities based on an actual demand for the commodities and the calculated change rates for the plurality of the stages.

Claim 25 (Currently Amended): The commodity-supply planning system according to claim [[22]] 21, wherein said processor:

calculates an accomplishment probability by each of the plurality of the stages, wherein the accomplishment probability is a probability that each of the transactions in a state of attaining the stage as the highest attained stage will be successfully accomplished after a predetermined period of time, based on statistical data representing a period of time required for successfully accomplishing each of the transactions in a state of attaining the stage as highest attained stage;

multiplies a sum of the expected sales of the commodities by the accomplishment probability, by each stage; and

setting a sum of the products of multiplying by the accomplishment probability for the plurality of the stages a value, as an estimated demand for the commodities within the predetermined period of time.

Claim 26 (Currently Amended): The commodity-supply planning system according to claim [[25]] 21, wherein said processor:

classifies, by each stage, the plurality of transactions in a state of attaining the stage as the highest attained stage, based on a scale of the sales of the commodities in each of the transactions; and

calculates the accomplishment probability by each group of transactions.

Claim 27 (Currently Amended): The commodity-supply planning system according to claim [[25]] 21, wherein said processor:

multiplies, by each stage, the resultant product of multiplying by a weighting coefficient in accordance with a kind of the commodities; and

sets a sum of the resultant products of multiplying by the weighting coefficient for the plurality of the stages, as an expected demand for the commodities within the predetermined period of time.

Claim 28 (Original): The commodity-supply planning system according to claim 21, wherein said processor

makes a plan for supplying the commodities, based on the estimated demand and stock of the commodities.

Claim 29 (Currently Amended): A recording medium storing a program for controlling a computer to execute a commodity-supply planning method comprising the steps of:

storing transaction information representing contents of each of a plurality of transactions for providing customers with commodities and including sales of the commodities in each of the plurality of transactions, in a storage, and storing progress information representing whether each of the plurality of transactions is in a state of attaining

each of a plurality of stages, in the storage in association with the transaction information, each stage indicating a progress level of the transaction based on progress of sales activities performed for accomplishing the transaction; and

~~estimating a future demand for the commodities, based on the transaction information and the progress information in association with each other~~

determining the highest attained stage for each of the plurality of transactions, based on the progress information in association with each of the plurality of transactions, and summing expected sales of the commodities in each of the plurality of transactions with the same highest attained stage, at a plurality of points in time; and

estimating a future demand for the commodities, based on the expected sales of the commodities and an actual demand for the commodities.

Claim 30 (Currently Amended): ~~A program for controlling a computer to execute the steps of:~~

~~estimating a future demand for commodities, based on transaction information and progress information stored in a first storage in association with other; and~~

~~making a plan for supplying the commodities based on the estimated future demand, wherein~~ The recording medium according to claim 29, wherein

~~the transaction information represents contents of each of the plurality of transactions, and includes information representing expected sales of the commodities in each of the transactions; and wherein~~

~~the progress information represents whether each of the plurality of transactions is in a state of attaining each of a plurality of stages each indicating a progress level of the transaction, based on progress of sales activities performed for accomplishing the transaction.~~